

Message Text

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ACTION EB-07

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E.O. 11652: N/A

TAGS: EAIR, IT

SUBJECT: CIVAIR - US-ITALY CIVAIR RELATIONS

REF: ROME 9768

1. ALITALIA REPS LECCESE (INTERNATIONAL AGREEMENTS) AND CENCIARELLI (CARGO MARKETING) INVITED EMBOFF TO LUNCH OCTOBER 14 TO DISCUSS US-ITALY CIVAIR RELATIONS. LECCESE REPEADED ALITALIA'S BY-NOW FAMILIAR LITANY RE UNBALANCED NATURE OF US-ITALY AIR TRANSPORT AGREEMENT (ATA) ALONG LINES REPORTED REF-TEL.

2. LECCESE SAID HE WILL BE GOING TO US EARLY IN NOVEMBER FOR DISCUSSIONS WITH PAA AND TWA ON CAPACITY. HE STATED THAT, SINCE ATA AND PROCEDURES IN MOMORANDUM OF UNDERSTANDING (MOU) HAD PROVEN INADEQUATE TO DEAL WITH EXCESS CAPACITY, ALITALIA HOPED THAT USG MIGHT BE PERSUADED TO INTERVENE TO CORRECT SITUATION. ALITALIA WOULD NOT INSIST ON 50-50 SHARING OF CAPACITY, BUT PRESENT IMBALANCE IN FAVOR OF US CARRIERS NEEDS TO BE CORRECTED. HE STRONGLY IMPLIED THAT, IF ALITALIA CANNOT OBTAIN SATISFACTION ON CAPACITY, GOI WOULD INSIST ON RENEGOTIATION OF ATA.

3. EMBOFF RESPONDED THAT USG OBVIOUSLY HAS DIFFERENT PHILOSOPHY RE AIRLINE OPERATIONS THAN DOES ALITALIA/GOI. EMBOFF SAID HE STRONGLY DOUBTED THAT USG WOULD WISH TO IMPOSE

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UPON US CARRIERS A SOLUTION WHICH US CARRIERS HAD ALREADY

REJECTED, IF THIS TURNS OUT TO BE THE CASE, IN INTER-AIRLINE DISCUSSIONS. EMBOFF NOTED THAT, IF OVERCAPACITY EXISTS IN WINTER SCHEDULES, IT STEMS LARGELY FROM ALITALIA'S INSISTENCE UPON OPERATING WIDEBODED EQUIPMENT BETWEEN NEW YORK AND ITALY. US CARRIERS COULD NOT IGNORE COMPETITIVE IMPACT OF THIS DECISION.

4. LECCESE LEFT NO DOUBT THAT ALITALIA'S CURRENT PROBLEMS ON PASSENGER SERVICES ARE WITH TWA RATHER THAN PAA, BUT HE NOTED THAT PROBLEM WOULD BE SOLVED IF PAA ABANDONED THE ITALIAN MARKET.

5. COMMENT. LECCESE IS ASKING FOR USG TO LEAN ON US CARRIERS TO ACCPET SOMETHING RESEMBLING 50-50 SPLIT (PERHAPS 45-55) OF CAPACITY IN US-ITALY MARKET BETWEEN ALITALIA AND US CARRIERS COMBINED. (ALITALIA VIEWS CAPACITY SITUATION SOLELY IN TERMS OF SEATS OFFERED BETWEEN ITALY AND US.)VOLPE

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